Conducting an informational interview is a very effective way to begin the networking process – especially when you are trying to enter a field where you currently don’t have those connections. Not only are you finding out important details about the company and position of the person you are interviewing, you are beginning a relationship with this person.

**About the Career Field**
- How did you get into this career?
- What do you do at work on a typical day? What are your responsibilities?
- What advice do you have for someone preparing for a career in this field?
- What majors and/or minors do you recommend for someone interested in this field?
- What courses and/or advanced degree(s) would be helpful for me?
- What experience is necessary to enter this field?
- What do you like most/least about your job?

**About the Organization/Industry**
- How did you get into this organization/industry? What other organizations have you worked for?
- What is unique to your industry, organization, or office?
- What do you like most/least about the work you do? What is your work environment like?
- How does your organization fill job openings? Is that typical of other organizations in your field?
- Are there other organizations in this field that I might explore for opportunities?
- What is the economic forecast for this industry?

**About Future Growth/Salary Information**
- What are the employment prospects for someone entering this field?
- What is the growth and promotional potential in your field?
- Currently, how secure are positions in your field?
- What areas are growing/changing in this field?
- What is a typical starting salary in this field?
- How do salaries in your field compare with those of other fields?

**Follow-up Questions**
- Can you recommend other professionals in this field with whom I should speak? May I use your name when I contact them?
- May I contact you again if I have further questions?
- Which professional publications/organizations and other resources do you consider relevant?